

Message Text

UNCLASSIFIED

PAGE 01 SANA 00666 151213Z

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-08 /019 W

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P 151135Z FEB 77

FM AMEMBASSY SANA

TO SECSTATE WASHDC PRIORITY 0428

UNCLAS SANA 0666

PASS USDOC

E.O. 11652 N/A

TAGS: WEET, YE

SUBJ: US FIRM NEGOTIATING FOR CARGO HANDLING PROJECT IN
HODEIDA PORT

1. PLEASE PASS FOLLOWING MESSAGE ASAP TO ADAM LISOWSKI
OF LIGHTWPEED USA INC. FOLLOWING IS ADDRESS:
LIGHTSPEED USA INC., 17 E HIBISCUS BLVD., MELBOURNE,
FLORIDA 32901, TELEPHONE (305) 724-0580.

2. BEGIN MESSAGE: MR. MUSTAFA CASSIM CONTACTED
EMBASSY SANA ON FEBRUARY 15 REGARDING THE VISIT OF YOUR
REPRESENTATIVE TO YEMEN. MR. CASSIM HAS ASKED THE EMBASSY
TO EMPHASIZE TO YOU THE NEED FOR YOUR REPRESENTATIVE
TO SPEND ONE WEEK HERE TO MAKE A PRESENTATION TO GOVERNMENT
OFFICIALS. THE DEPUTY PRIME MINISTER FOR ECONOMIC AFFAIRS
HAS AGREED TO GO AHEAD WITH THE PROJECT, HOWEVER, HE SAYS THAT
HE CANNOT COMMIT THE GOVERNMENT TO IT WITHOUT SEEING THE
PROPOSAL AND DEMONSTRATION AND MEETING WITH YOUR REPRESENTATIVE.
CASSIM STATES THAT TWO DAYS ARE REQUIRED IN SANA TO MEET
WITH THE DEPUTY PRIME MINISTER AND THE PRESIDENT. HE NOTES
THE DEPUTY PRIME MINISTER IS THE MAIN FIGURE IN THE YEMEN
ECONOMY AND WIELDS CONSIDERABLE WEIGHT IN THIS SPHERE.
THE RAMINING TIME WOULD BE SPENT WITH THE PORT
AUTHORITIES IN HODEIDA.

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3. THE SITUATION IN THE HODEIDA PORT IS VERY BAD. THE
PORT CONGESTION IS ONE OF THE MAJOR PROBLEMS FACING THE
YEMEN ECONOMY AND CONSEQUENTLY, HIGH LEVEL GOVERNMENT
ATTENTION FOCUSES ON THIS PROBLEM. YOUR SYSTEM IS ALMOST
ASSUREDLY GUARANTEED SUCCESS. QUICK ACTION, HOWEVER, IS
NECESSARY. PLANNING AND PREPARATION FOR PROJECTS IN THIS

PART OF THE WORLD ARE SOMETIMES LONG DRAWN OUT AFFAIRS;
YET, DECISION ARE MADE ALMOST OVERNIGHT.

4. BOTH THE EMBASSY AND MR. CASSIM FEEL THAT A FEW
NECESSARY DAYS SPENT HERE, AT CASSIM'S EXPENSE, WILL BE
PROFITABLE AND SUCCESSFUL. PLEASE CONTACT CASSIM
IMMEDIATELY BY TELEX AND ADVISE HIM OF YOUR PLANS.
END MESSAGE.
SCOTES

NOTE BY OC/T: NOT PASSED TO ADDRESSEE IN PARA 1.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CARGO HANDLING, CONSTRUCTION, PORT FACILITIES, PROGRAMS (PROJECTS)
Control Number: n/a
Copy: SINGLE
Sent Date: 15-Feb-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977SANA00666
Document Source: CORE
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Drafter: n/a
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Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770053-0610
Format: TEL
From: SANA
Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1977/newtext/t19770240/aaaabjlw.tel
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Litigation Codes:
Litigation History:
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Review Exemptions: n/a
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Review Release Date: n/a
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